

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----089104 141726Z /50

R 141628Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 1071
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL STUTTGART

UNCLAS SECTION 01 OF 02 BONN 14769

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - PARTNER INDUSTRIES OF AMERICA,
INC., FRANKFORT, IL

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

CARL HENKEL GMBH
STADTRING 85
D-4800 BIELEFELD 14
CONTACT: HERR BRAUNE, OWNER
PHONE: 0521/44 156
TELEX: 937 309

COMMENT: SUBJECT FIRM IS AN ESTABLISHED FIRM, MANUFACTU-
RING AND DISTRIBUTING FIRE-FIGHTING VEHICLES AND TOOLS
AND RESCUE EQUIPMENT. MR. BRAUNE WOULD LIKE TO RECEIVE
DETAILED PRODUCT BROCHURES AND PRICE INFORMATION TO
EVALUATE PRODUCTS' CHANCES ON GERMAN MARKET. SINCE ALL
FIRE EQUIPMENT HAS TO BE EXAMINED AND APPROVED
BY GERMAN FEDERAL GOVERNMENT INSTITUTIONS, MR. BRAUNE
SAYS THAT HE SEES CONSIDERABLE DIFFICULTY IN SELLING
SUCH US ARTICLES IN GERMANY.

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FIRM'S DATA: ESTABLISHED: 1871, EMPLOYS: 20, ANNUAL
SALES: DM 6 MILLION, FIN.REFS: DEUTSCHE BANK AG IN
D-4800 BIELEFELD.

GEEBRUEDER BACHERT
POSTFACH 38 UND 42
D-7107 BAD FRIEDRICHSHALL

CONTACT: HERR HANSEN, EXPORT MANAGER
PHONE: 07136/6081
COMMENT: CO. EXPRESSED INTEREST AND ALREADY
CONTACTED PARTNER INDUSTRIES. COMPANY, MANUFACTURER OF
FIRE FIGHTING EQUIPMENT, FOUNDED IN 1823, EMPLOYS 330,
ANNUAL SALES ABOUT 27 MILLION DMS, ENJOYS A GOOD REPU-
TATION.

ALBERT ZIEGLER KG
MEMMINGER STR. 28
D-7927 GIENGEN/BRENN
CONTACT: HERR BADER, EXPORT MANAGER
PHONE: 07322/1351
COMMENT: CO. INTERESTED IN THESE PRODUCTS BUT FIRST
WOULD LIKE TO HAVE SAMPLE TOOLS (WITHOUT OBLIGATION).
COMPANY, A LARGE MANUFACTURER OF FIRE EXTINGUISHERS,
FOUNDED IN 1891, EMPLOYS 490 AND LISTS ANNUAL SALES OF
DM 59 MILLION. FAVORABLY KNOWN TO CONSULATE GENERAL
STUTTGART.

AMCONSUL FRANKFURT COMMENT:
ACCORDING TO RELIABLE TRADE SOURCES THE MAJOR END USERS
FOR THIS TYPE OF EQUIPMENT IN GERMANY ARE BELIEVED TO
BE FIRE POLICE, POLICE, AND SIMILAR OTHER MUNICIPAL
AND GOVERNMENT/AND NON-GOVERNMENT PUBLIC SAFETY AGENCIES.
THE PATTERN OF MARKETING AND SELLING TO SUCH AGENCIES IS
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DIFFERENT FROM THAT IN THE UNITED STATES. COMPETING
DOMESTIC EQUIPMENT MANUFACTURERS SELL DIRECTLY TO THE
MUNICIPAL AND GOVERNMENT AGENCIES CONCERNED AND NOT
THROUGH TRADE AGENTS AND/OR DISTRIBUTORS. PRIOR TO
SELLING, THE EQUIPMENT WILL HAVE TO BE TESTED BY THE
SPECIAL TEST LABORATORIES MAINTAINED BY THE APPROPRIATE
AGENCIES. THE FRANKFURT/MAIN METROPOLITAN FIRE DE-
PARTMENT HAS INDICATED ITS WILLINGNESS TO SUBJECT THE
U.S. EQUIPMENT OFFERED BY ADS APPLICANT FOR TESTING
IF, FOR THIS PURPOSE, THE TOOLS WOULD BE MADE AVAILABLE
AT A NO COST BASIS. COMMUNICATIONS SHOULD BE SENT TO
THE FOLLOWING ADDRESS:
OBERBRANDDIREKTOR ERNST ACHILLES
BRANDDIREKTION FRANKFURT/MAIN
HANAUER LANDSTRASSE 77
D-6000 FRANKFURT/MAIN
PHONE: 0611-430101
SELLING TO AIRPORT FIRE BRIGADES IN WEST GERMANY WOULD
HAVE TO FOLLOW A SIMILAR PROCEDURE, WITH OFFERS TO BE

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----089075 141727Z /50

R 141628Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 1072
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL STUTTGART

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SENT DIRECTLY TO THE APPROPRIATE AIRPORT AUTHORITIES
(PURCHASING DEPARTMENTS). THE PERTINENT ADDRESS FOR
FRANKFURT/MAIN IS AS FOLLOWS:
FLUGHAFEN FRANKFURT/MAIN A.G.
ABTEILUNG EINKAUF
D-6000 FRANKFURT/MAIN-75
PHONE: 0611-6905351
WITH REGARD TO BUSINESS WITH INDUSTRIAL FIRE BRIGADES
MAINTAINED BY THE LEADING INDUSTRIAL MANUFACTURING
COMPANIES THROUGHOUT WEST GERMANY, OFFERS SHOULD BE
SENT DIRECTLY TO THE BUSINESS ESTABLISHMENTS CONCERNED,
CARE OF PURCHASING DEPARTMENTS.

WHEN CONTEMPLATING SALES TO RED CROSS ORGANIZATIONS IN
GERMANY, OFFERS AND SAMPLES SHOULD BE SENT TO THE
FOLLOWING ADDRESS:
DEUTSCHES ROTES KREUZ
GENERALSEKRETARIAT
POSTFACH
D-5300 BONN
PHONE: 02221-5411.
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APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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ISecure: 1
Legacy Key: link1978/newtext/t19780865/aaaacbw1.tel
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Litigation History:
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Original Previous Classification: n/a
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Review Media Identifier:
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Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1741644
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - PARTNER INDUSTRIES OF AMERICA, INC., FRANKFORT, IL THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/fa128663-c288-dd11-92da-001cc4696bcc
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